

| JOHN SMITH  Chief Executive Officer  johnsmith@beamjobs.com (123) 456-7890 Houston, TX linkedin.com/in/johnsmithOBJECTIVEResume objective is an eye-catching statement of your career intent that's placed on top of your resume. The resume objective provides a 2-3 sentence snapshot of your professional experience, skills, and achievements, and explains why they make you the right candidate for the job.  EDUCATIONB.S. Statistics  **University of Maryland**  September 2006 - April 2010  College Park, MD SKILLSLeadership Product Strategy  Product Expansion  Agile Development  A/B testing and experimentation   CERTSPMP, IRN **Product Research**  **B2B Marketing** | | **WORK EXPERIENCE**  Chief Executive Officer  **Amazon**  January 2017 - current | Houston, TX   * Managed a portfolio of small, medium, and large product initiatives united under a clear product strategy that generated over $6M in annual revenue * Played an active role in the recruitment process, leading the expansion of the product team from 5 PMs and engineers to over 20 * Directly managed 4 junior PMs and 6 mid-level PMs and provided regular job performance feedback to improve the team's output by 18% year over year * Led expansion of the product into the virtual event ticketing space which grew over 110% from 2019 to 2020   Department Head  **Shopify**  January 2013 - January 2017 | Houston, TX   * Performed cohort analysis that identified an opportunity toreduce pricing by 25% for a segment of users boosting yearly revenue by $720,000 * Led the development for a new B2C SaaS product to enable students to check their writing for grammar and plagiarism which grew to 120,000 daily active users in the first year * Identified product gaps in Google Analytics and led design of new features across engineering and design resulting in a yearly revenue increase of $3.1M through increased engagement * Led a team of one full-time employee and three contractors   Product Manager  **Ebay**  April 2010 - January 2013 | Houston, TX   * Implemented a referral program for highly active customers which led to a net increase in new users of 27,000 annually * Implemented a long-term pricing experiment that improved customer lifetime value by 22% * Worked closely with leadership to present key indicators of product growth and adoption leading to the close of a $4.1M series B | | --- | |
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